

AMENDMENTS TO THE CLAIMS

This listing of claims will replace all prior versions, and listings, of claims in the application:

Listing of Claims

1. (Currently Amended) A method of creating target marketing opportunities, the method comprising the steps of:

a) identifying, with the use of~~using~~ a computer, an individuals known in advance by an administrator or supplier to be visiting within a future time period a specific retail outlet for pick up~~or return~~ of a product specifically ordered from a seller by the individual and shipped from~~a~~ the seller to the retail outlet, wherein the seller is unrelated by ownership to that specific retail outlet;

b) compiling, through an administrator or supplier using a computer, information on the individual intending to visit the specific retail outlet to pick up~~or return~~ a product, wherein at least a portion of the information is provided by the individual at the time the order is placed for the product to be shipped; and

c) providing, through an administrator or supplier using a computer, at least a portion of that individual information to a marketing entity for target marketing directed to the individual before~~, during, or after~~ visiting the retail outlet.

2. (Previously Presented) The method according to claim 1 wherein the administrator or supplier is the same as the marketing entity.

3. (Previously Presented) The method according to claim 1 wherein the administrator or supplier is different from the marketing entity.

4. (Previously Presented) The method according to claim 1 wherein the administrator or supplier is the same as the retail outlet.

5. (Previously Presented) The method according to claim 1 wherein the administrator or supplier is different from the retail outlet.

6. (Original) The method according to claim 1 wherein the individual visiting the retail outlet is picking up a product ordered by another individual.

7. (Original) The method according to claim 1 wherein the individual visiting the retail outlet is the same individual who ordered the product.

8. (Currently Amended) The method according to claim 1 further including the step of target marketing to the individual before, ~~during or after~~ visiting the retail outlet.

9. (Original) The method according to claim 8 wherein the step of target marketing is comprised of transmitting a message customized to the individual or to a class of individuals based upon information known about the individual.

10. (Original) The method according to claim 9 whereby the step of transmitting a message is comprised of communicating with the individual using an interactive device.

11. (Previously Presented) The method according to claim 10 wherein interactively communicating with the individual is accomplished using any one from the group of telephoning, instant messaging and communicating via the internet.

12. (Original) The method according to claim 9 whereby the step of transmitting a message is comprised of one-way communicating with the individual.

13. (Previously Presented) The method according to claim 12 wherein the step of one-way communicating is accomplished using any one from the group of physical mail, parcel shipment, e-mail, satellite communication, radio transmission, and cable television.

14. (Original) The method according to claim 1 wherein the target marketing is customized based upon information about the individual.

15. (Original) The method according to claim 14 wherein the information about the individual is voluntarily provided by the individual.

16. (Original) The method according to claim 14 wherein the information about the individual is based upon the identification of the individual by at least one from the group of telephone number, internet address, physical address, cable address, and satellite address.

17. (Original) The method according to claim 14 wherein the individual's information is extracted from public records using the individual's identification.

18. (Original) The method according to claim 14 wherein the individual's information is extracted from third party information sources using individual identification.

19. (Currently Amended) The method according to claim 14 wherein the individual's information is extracted by computer tracking technology.

20. (Original) The method according to claim 19 wherein the tracking technology is internet "cookie" technology.

21. (Currently Amended) The method according to claim 14 further including the step of motivating the individual to voluntarily provide individual information, wherein the step of motivating is comprised of one from the group of:

- a) providing free shipping of the product to the retail outlet;
- b) providing reduced cost for shipping the product to the retail outlet;
- c) providing free shipping of the product to the retail outlet in exchange for a guaranteed purchase in the retail outlet;
- d) providing the opportunity for the individual to use the retail outlet for product pick up or product delivery to another location;
- e) providing an opportunity for the individual to select the most convenient retail outlet in which to pick up ~~or return~~ a product from among a plurality of outlets;
- f) providing to the individual in-store credits or discounts for merchandise in the retail outlet;
- g) providing a cash award to the individual;
- h) providing a free gift or item or service to the individual;
- i) subsidizing the cost of the product thereby providing to the individual a reduced price for the product to be picked up;
- j) providing the individual with product return services;
- k) providing the individual with the opportunity to inspect the product before it is picked up;
- l) providing the individual with the opportunity to delay payment until actually receiving the product;
- m) providing the individual with the opportunity to withhold payment if the product is not acceptable;
- n) providing free or reduced fee escrow and inspection service for the product; and

o) providing the opportunity to pre-order a product in the retail outlet and have the product set aside and held for later package pickup.

22. (Currently Amended) The method according to claim 14 further including the step of motivating the individual to voluntarily accept target marketing, wherein the step of motivating ~~may be~~ is comprised of one from the group of:

- a) providing free shipping of the product to the retail outlet;
- b) providing reduced cost for shipping the product to the retail outlet;
- c) providing free shipping of the product to the retail outlet in exchange for a guaranteed purchase in the retail outlet;
- d) providing the opportunity for the individual to use the retail outlet for product pick up or product delivery to another location;
- e) providing the individual to select the most convenient retail outlet in which to pick up ~~or return~~ a product from among a plurality of outlets;
- f) providing to the individual in-store credits or discounts for merchandise in the retail outlet;
- g) providing a cash award to the individual;
- h) providing a free gift or item or service to the individual;
- i) subsidizing the cost of the product thereby providing to the individual a reduced price for the product to be picked up;
- j) providing the individual with product return services;
- k) providing the individual with the opportunity to inspect the product before it is picked up;
- l) providing the individual with the opportunity to delay payment until actually receiving the product;
- m) providing the individual with the opportunity to withhold payment if the product is not acceptable;
- n) providing free or reduced fee escrow and inspection service for the product; and
- o) providing the opportunity to pre-order a product in the retail outlet and have the product set aside and held for later package pickup.

23. (Original) The method according to claim 22 further including the individual consenting to receive target marketing.

24. (Previously Presented) The method according to claim 23 comprised of selling or exchanging to a third party the individual's consent to accept target marketing.

25. (Original) The method according to claim 14 further including the step of providing individual information to a third party.

26. (Original) The method according to claim 25 wherein the information is sold or exchanged to the third party.

27. (Original) The method according to claim 14 further including the step of target marketing to the individual.

28. (Original) The method according to claim 14 further including the step of providing the individual's information to any third party.

29. (Original) The method according to claim 1 further including identifying the future time period during which the individual will visit the specific retail outlet.

30. (Previously Presented) The method according to claim 29 further including the step of determining the future time period by estimating the time for a product to become available to the individual at the retail outlet.

31. (Original) The method according to claim 30 wherein estimating the future time periods for product pickup is comprised of the steps of:

- a) identifying the method of shipment;
- b) identifying the expected length of shipping time;
- c) identifying the time when the product will be shipped;
- d) calculating the expected delivery time;
- e) calculating product pick-up time based upon individual experience with that specific individual or with a class of individuals; and
- f) determining the specific product pick-up time.

32. (Original) The method according to claim 29 wherein estimating the future time periods for product pick up of a product from outlet inventory is comprised of the steps of:

- a) identifying the earliest time when the product may be picked up;

b) calculating product pick-up time based upon individual experience with that specific individual or with a class of individuals; and

c) determining specific product pick-up time.

33. (Original) The method according to claim 29 wherein the future time period is determined by the retail outlet.

34. (Original) The method according to claim 29 further including the step of providing motivation for an individual to select for product pickup one retail outlet over another retail outlet.

35. (Currently Amended) The method according to claim 34 wherein the step of providing motivation is comprised of at least one from the group of:

a) providing free shipping of the product to the retail outlet;
b) providing reduced cost for shipping the product to the retail outlet;
c) providing free shipping of the product to the retail outlet in exchange for a guaranteed purchase in the retail outlet;

d) providing the opportunity for the individual to use the retail outlet for product pick up or product delivery to another location;

e) providing an opportunity for the individual to select the most convenient retail outlet in which to pick up ~~or return~~ a product from among a plurality of outlets;

f) providing to the individual in-store credits or discounts for merchandise in the retail outlet;

g) providing a cash award to the individual;

h) providing a free gift or item or service to the individual;

i) subsidizing the cost of the product thereby providing to the individual a reduced price for the product to be picked up;

j) providing the individual with product return services;

k) providing the individual with the opportunity to inspect the product before it is picked up;

l) providing the individual with the opportunity to delay payment until actually receiving the product;

m) providing the individual with the opportunity to withhold payment if the product is not acceptable;

n) providing free or reduced fee escrow and inspection service for the product; and

o) providing the opportunity to pre-order a product in the retail outlet and have the product set aside and held for later package pickup.

36. (Currently Amended) A method for target marketing to individuals known in advance to be visiting within a future time period a specific retail outlet, comprising the steps of:

a) identifying, using a computer, an individual intending to visit the retail outlet to pick up ~~or return~~ a product shipped from a seller unrelated by ownership to that specific retail outlet;

b) identifying, using a computer, the future time period during which the individual will visit the specific retail outlet; and

c) directing target marketing to the individual before, ~~during, or after~~ visiting the retail outlet.

37. (Original) The method according to claim 36 further including compiling individual information to enhance the effectiveness of the target marketing.

38. (Original) The method according to claim 37 wherein the step of target marketing is comprised of transmitting a message customized to the individual based upon information known about the individual.

39. (Original) The method according to claim 38 wherein the information about the individual is based upon the identification of the individual by at least one from the group of telephone number, internet address, physical address, cable address, and satellite address.

40. (Currently Amended) The method according to claim 36 wherein the individual is motivated to provide a) provide information, b) select a particular retail outlet for product pick up or c) accept target marketing and such motivation is comprised of at least one from the group of:

a) providing free shipping of the product to the retail outlet;

b) providing reduced cost for shipping the product to the retail outlet;

c) providing free shipping of the product to the retail outlet in exchange for a guaranteed purchase in the retail outlet;

- d) providing the opportunity for the individual to use the retail outlet for product pick up or product delivery to another location;
- e) providing an opportunity for the individual to select the most convenient retail outlet in which to pick up ~~or return~~ a product from among a plurality of outlets;
- f) providing to the individual in-store credits or discounts for merchandise in the retail outlet;
- g) providing a cash award to the individual;
- h) providing a free gift or item or service to the individual;
- i) subsidizing the cost of the product thereby providing to the individual a reduced price for the product to be picked up;
- j) providing the individual with product return services;
- k) providing the individual with the opportunity to inspect the product before it is picked up;
- l) providing the individual with the opportunity to delay payment until actually receiving the product;
- m) providing the individual with the opportunity to withhold payment if the product is not acceptable;
- n) providing free or reduced fee escrow and inspection service for the product; and
- o) providing the opportunity to pre-order a product in the retail outlet and have the product set aside and held for later package pickup.

41. (Currently Amended) A method of creating target marketing opportunities, the method comprising the steps of:

- a) identifying with the use of a ~~by~~ computer, an individuals known in advance by an administrator or supplier to be visiting within a future time period a specific retail outlet for pick up ~~or return~~ of a product;
- b) compiling using a computer information on the individual intending to visit the retail outlet; and
- c) directing target marketing to the individual before, ~~during, or after~~ visiting the retail outlet.

42. (New) The method according to claim 1, wherein the step of identifying, with the use of a computer, an individual known in advance by an administrator or supplier to be visiting within a future time period a specific retail outlet includes pick up or return of a product specifically ordered from a seller by the individual and shipped from the seller to the retail outlet, wherein the seller is unrelated by ownership to that specific retail outlet

43. (New) The method according to claim 1, wherein the step of providing, through an administrator or supplier using a computer, at least a portion of that individual information to a marketing entity for target marketing is directed to the individual before or during visiting the retail outlet.

44. (New) The method according to claim 1, wherein the step of providing, through an administrator or supplier using a computer, at least a portion of that individual information to a marketing entity for target marketing is directed to the individual during or after visiting the retail outlet.

45. (New) The method according to claim 36, wherein the step of identifying, using a computer, an individual intending to visit the retail outlet includes an individual picking up or returning a product shipped from a seller unrelated by ownership to that specific retail outlet.

46. (New) The method according to claim 36, wherein the step of directing target marketing includes marketing to the individual before or during visiting the retail outlet.

47. (New) The method according to claim 36, wherein the step of directing target marketing includes marketing to the individual during or after visiting the retail outlet.